

**SEMINOLE COUNTY GOVERNMENT
AGENDA MEMORANDUM**

SUBJECT: Waive the Procurement Process for the Annual UPS Maintenance Agreement

DEPARTMENT: Administrative Services

DIVISION: Purchasing and Contracts

AUTHORIZED BY: Frank Raymond

CONTACT: Betsy Cohen

EXT: 7112

MOTION/RECOMMENDATION:

Waive the Procurement Process and approve a Single Source Procurement for the Annual UPS Maintenance Agreement with Computer Power Systems, Inc., Winter Springs (Not-to-Exceed \$52,285.00 per year).

County-wide

Ray Hooper

BACKGROUND:

The UPS service provider will provide all parts and labor necessary to maintain Seminole County's Uninterrupted Power Systems (UPS) in operational condition. The UPS service provider will make **two (2) annual inspections** of this equipment and its batteries to check for proper operation. The UPS service provider will also be on-site for any generator compatibility tests involving any UPS covered by this SOW. If there is a failure of the UPS, UPS service provider will respond to a service request within a maximum time of one (1) hour during normal business hours and a maximum time of two (2) hours during off hours, with a maximum phone response time of thirty (30) minutes. The UPS service provider will issue a written report, both printed and electronically, upon completion of all inspections and repairs. Emergency service is on a twenty-four (24) hours per day, seven (7) days per week basis. Battery labor and testing, removal and disposal of the old batteries are included under the Scope. The batteries are covered by the Manufacturer's warranty, thereby excluded from the agreement. The UPS service provider will furnish all parts on an exchange basis and guarantee them for the duration of the agreement. During the procurement review, staff concluded that other providers rely on Computer Power Systems, Inc. to provide the local services and it is in the best interest of the County to acquire the services directly from Computer Power Systems, Inc. as a Single Source.

Computer Power Systems Inc. has provided service support for Seminole County's critical backup power systems and their performance has been commendable. Computer Power Systems' installation and preventative maintenance services has kept Seminole County's critical computer data infrastructure in full operation during weather related disasters. The company's

dedication to the First Responder 800 MHz Radio System back up power requirements has resulted in little-to-no down time and helped continue countywide radio systems operations during emergency situations. The company personnel is factory trained and certified on most UPS systems available on today's market. Computer Power Systems Inc. has a consistent response time of less than one hour during the daytime and less than two hours after hours. Computer Power Systems Inc. located in Winter Springs, has proven to Seminole County that they are an effective and reliable UPS maintenance company.

STAFF RECOMMENDATION:

Staff recommends that the Board waive the Procurement Process and approve the Single Source Procurement for a period of three (3) years and authorize the issuance of annual Purchase Orders for the UPS Maintenance and Support Standard Service Agreement with Computer Power Systems, Inc. in the not-to-exceed amount of \$52,285.00 per year.

ATTACHMENTS:

1. Scope of Work
2. IT justification

Additionally Reviewed By:

☒ County Attorney Review (Ann Colby)



Computer Power Systems, Inc.

3421 State Road 419
Winter Springs, FL 32708
www.cpsfl.com
Ph: 407-327-7373 Fax: 407-327-7333

October 21, 2008

Mr. Steve Bateman
Seminole County Public Safety
150 Bush Blvd., Room 308
Sanford FL, 32773

Ph: (407) 665-1030
Fx: (407) 665-1027
Email: sbateman@seminolecountyfl.gov

RE: CPS Service & Maintenance Contract Items

Dear Mr. Bateman,

Thank you for your continued interest in our products and service. Over the years, Computer Power Systems (CPS) has provided many products and services to Seminole County that has made the county one of our most valued customers. We have been in business under the current ownership since 1982, and all of those years we have been located in Seminole county. So we are especially proud to provide a service to our home county.

We are a power-oriented state licensed electrical contractor (EC# 0002258) that specializes in UPS and generator sales, service and installations. We are not tied to any particular manufacturer, so we can provide the best solution rather than just a product. Sometimes the solution is as simple as a loose ground wire, while other projects require a complete design-build of a new EOC. We have the experience and people to know the critical power business. Our company is large enough to provide the quality service, but small enough to know you on a personal level. That combination is what makes us unique.

We first got involved with Seminole County in 1984. It was a service call on a Gould UPS at the Emergency Operations Center at Five Points. Since that time, we have worked on many projects with the county, below are a few highlights:

- Installed all new IBM data cable, ground wire, and chemically charged ground rods at the Five Points facility.
- Ran new data cabling, including all drops and terminations in the County Services Building when the county first moved in the facility.
- Installed the 160kVA UPS at the Public Safety Building. Since the building was not completed yet, we had to disassemble part of the UPS and unload the batteries from the cabinets to allow the temporary elevator operation to carry the proper load to the 3rd floor. The unit was then reassembled and set in its present location.
- A Toshiba 4100 UPS under service agreement contract with us was overloading on numerous occasions at the County Services Building. The UPS was functioning normally, so we provided a load study. It was determined that the cause was an APC UPS (provided by others) that was connected to the output of the Toshiba, which caused the malfunctioning. No charge was assessed by CPS.

Seminole County

- At the Seminole County Sheriff's Office, there were 16 APC 5kVA UPS systems running their critical loads. A couple of the APC UPS systems actually smoked, and the load was on bypass. We replaced all 16 systems by providing and installing 2 Mitsubishi 3-phase UPS systems, all done with zero downtime to the critical load.
- A Liebert UPS at the new Criminal Justice Center failed. It was determined to be bad batteries. This UPS was not under contract with CPS, but once a PO was issued to CPS, new batteries were provided and installed and the UPS was on-line the next day.
- When a contractor doing renovation work at the County Public Safety Complex tripped the shunt trip on a Liebert PDU (not furnished by CPS, but providing output distribution from the Powerware 160kVA UPS) while sweeping, we found the shunt trip had been miss-wired from the initial install date, and worked with the county, Liebert, and the contractor to find a solution and fixed the problem. CPS did not charge the county for the time.

As mentioned earlier, we provide solutions. This may involve product or simply knowledge. In every project we have completed for the county, we have been on-time, and on budget.

Since we are a unique company, we also provide several services that other companies do not. As part of the maintenance contract we provide for Seminole County Public Safety, there are several details of service that we provide that are not stated in the contract. These services are all included in the price of your contract:

- CPS response time is as follows:
 - o Phone response 30 minutes maximum
 - o 1 hour on-site response during normal business hours
 - o 2 hour on-site response during off hours
- CPS will be on-site for all generator compatibility tests that power a UPS under contract
- CPS will perform battery PM's with every UPS PM
- Labor to replace any replacement battery is included
- Battery disposal of for contract UPS systems and non-contract UPS systems is included
- Disposal of non-contract UPS systems (typically the small UPS type systems that are frequently replaced)
- UPS Output evaluation and some load balancing by our in-house electricians throughout the life of the contract

We provide a full service maintenance contract for Seminole County. With these items as part of our standard service contract, we assure the best possible operation of your critical power devices. Please feel free to contact me at anytime with any questions you may have. We look forward to solving your critical power problems.

Sincerely,

Jeff Brule
Service Manager
jb@cpsfl.com

List of Equipment Covered

Model:	Toshiba 4100+ 50kVA	S/N: 000610522 5 Points	\$ 3,900.00
Model:	Toshiba 1400XL+ 8kVA	S/N: 000408212 Wellness Center	\$ 1,850.00
Model:	Exide 160kVA	S/N: EQ161Z8A09 SOPS	\$ 6,850.00
Model:	Mitsubishi 2033C 50kVA	S/N: 03-GMEMQ1-03 CSB	\$ 3,900.00
Model:	Powerware 9330 25kVA	S/N: A40251110031113 Oviedo	\$ 3,400.00
Model:	Powerware 9170 18kVA	S/N: C661NO18KC050110 CSB	\$ 1,850.00
Model:	Powerware 9170 18kVA	S/N: C661NO18KC050077 ASPD	\$ 1,850.00
Model:	Powerware 9170 18kVA	S/N: C661NO18KC0080 Chuluota	\$ 1,850.00
Model:	Powerware 9170 18kVA	S/N: C661NO18KC0076 Dike Rd.	\$ 1,850.00
Model:	Powerware 9170 18kVA	S/N: C661NO18KC0079 Geneva	\$ 1,850.00
Model:	Powerware 9170 6kVA	S/N: C661N9000C050081 Geneva	\$ 1,350.00
Model:	Powerware 9170 6kVA	S/N: C661N9000C050082 Chuluota	\$ 1,350.00
Model:	Powerware 9170 6kVA	S/N: C661N9000C050083 CPS	\$ 1,350.00
Model:	Powerware 9170 6kVA	S/N: C661N9000C050084 CCH	\$ 1,350.00
Model:	Powerware 9170 6kVA	S/N: C661N9000C050085 Sable	\$ 1,350.00
Model:	Powerware 9170 6kVA	S/N: C661N9000C050086 CPS	\$ 1,350.00
Model:	Liebert NB20R0612600	S/N: 0513300008BU7L4 Paola	\$ 1,875.00
Model:	Liebert NB20R0612600	S/N: 0513300010BU7L4 Paola	\$ 1,875.00
Model:	Liebert NB20R0612600	S/N: 0510100013BU7L4 F.City	\$ 1,875.00
Model:	Liebert NB20R0612600	S/N: 0509800005BU7L4 F.City	\$ 1,875.00
Model:	Liebert NPower 30kva	S/N: 37-3686 Public Defender	\$ 3,025.00
Model:	Liebert NPower 30kva	S/N: 37-3684 CJC 3 rd Floor	\$ 3,025.00
Model:	Liebert NPower 30kva	S/N: 37-3683 State Attorney	\$ 3,025.00
Model:	Liebert NPower 40kva	S/N: 37-3685 Phone Switch CJC	\$ 3,025.00
Model:	Powerware RST52	S/N: HU474-006 Oxford Library	\$ 1,235.00

Term:	One Year, 11/11/08-11/10/09	
Price:		\$ 58,085.00
Total Price:	Less 10% Preferred Customer Discount	\$ 52,285.00

Accepted By:	_____	_____
Printed Name:	_____	Jeff G. Brulé
For:	Seminole County Public Safety	Computer Power Systems, Inc.
	150 Bush Blvd.	3421 State Road 419
	Sanford, FL 32773	Winter Springs, FL 32708
Phone:	407-665-1030	Phone 407-327-7373
		Fax 407-327-7333
Date:	_____	_____
P.O.#:	_____	11/5/08



Starting in 1984, Computer Power Systems Inc. has provided the finest service support available for Seminole County's critical backup power systems. Computer Power Systems' outstanding installation and preventative maintenance services has also kept Seminole County's critical computer data infrastructure in full operation during weather related disasters. Their dedication to the First Responder 800 MHz Radio System back up power requirements has resulted in little to no down time and helped continue countywide radio systems operations during emergency situations. They are factory trained and certified on most UPS systems available on today's market. Computer Power Systems has a consistent response time of less than one hour during the daytime and less than two hours after hours. They are a local business operating in Seminole County since 1982, and since they are a service provider to Seminole County Government UPS systems to include the Seminole County Sheriff's Office and the Clerk of the Court, all business transactions stay in Seminole County as a benefit to both entities.

During the 20+ years, Seminole County has used Computer Power Systems Inc. as their UPS' service provider for all the UPS systems, CPS has been the leader in the industry of UPS servicing. In 2006, Seminole County Government again bid out the service contract and awarded it to a new company from another state, but the company turned around and hired Computer Power Systems to provide the maintenance service due to their location and their impeccable service record. When Seminole County Purchasing found out about the ordeal, they cancelled the bid award and gave it to CPS, who came in second. The ITS department would like to request continue using Computer Power Systems Inc. on an every three (3) year basis, because their consistent track record is leading all other service providers. The fiscal savings by retaining Computer Power Systems as our UPS systems service provider for a three year contract period, will save thousands of dollars of county funds every year for not going through the bid process... the wage cost for all county employees to prepare bid documents, to receive bid documents, the mailing costs, meetings to determine awardees, the awardees document preparation, etc. In the past, this has added up to a large cost to the county and with the county looking to cut cost, going to bid every three (3) years would save a substantial amount of county funds. In a nut shell, Computer Power Systems Inc. has proven to Seminole County, they are the most effective and reliable UPS maintenance company year after year and should be approved to provide UPS maintenance on a three year contract basis. Thanks,

Steve Bateman, TPM
Systems Coordinator
Information Technology Services

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Sanford, Florida 32773

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